

## FY 2004 FPI Market Share Report

FSC Code	FSC Code Description	FPI Sales	Estimated Total Government Buys	FY 2004 FPI Mkt Share
1005	Current Carrying Wiring Device	\$0	\$1,470,893,768	0.0%
1055	Launchers, Rockets & Pyrotechnics	47,176	\$77,252,087	0.1%
1430	Guide Missile Rem. Cntrl Syst	272,021	\$155,228,600	0.2%
1680	Misc Aircraft Access/Comp	8,670	\$1,912,463,322	0.0%
2590	Misc. Vehicular Comp	4,933,593	\$126,921,426	3.9%
2920	Engine Elec Syst Comp, no-Air	471,290	\$106,592,738	0.4%
3040	Misc. Power transmission Equipment	688	\$213,717,891	0.0%
3920	Mat. Hand Equip, non-self Prop	1,928,922	\$97,822,525	2.0%
3990	Misc. Material Handling Equip	1,624,865	\$98,904,889	1.6%
4010	Chain & Wire Rope	42,376	\$18,574,323	0.2%
4140	Fans, Air Circulators, Blowers	0	\$144,397,473	0.0%
4240	Safety & Rescue Equipment	772,859	\$267,570,832	0.3%
4460	Air Purification Equipment	968,268	\$15,730,144	6.2%
4920	Aircraft Maint/Spec Equip	199,555	\$581,525,167	0.0%
4935	Guide Missile Maint/Spec Equip	103,465	\$13,990,032	0.7%
5140	Tool/Hardware Boxes/Bags	677,282	\$18,317,713	3.7%
5340	Miscellaneous Hardware	2,123,569	\$272,416,043	0.8%
5660	Fencing, Fences and Gates	856,602	\$30,616,898	2.8%
5670	Building Comp, Pre-Fab	995,900	\$34,162,694	2.9%
5810	Comm. Security Equip. & Components	0	\$529,075,839	0.0%
5820	Radio Mounts	1,927,867	\$898,834,710	0.2%

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5855	Night Vision Equipment	\$26,591	\$1,126,015,797	0.0%
5895	Misc Communications Equip	18,059,997	\$2,226,724,680	0.8%
5930	Electrical Switch Assemblies	0	\$1,586,257,440	0.0%
5935	Connectors	1,201,269	\$71,746,725	1.7%
5965	Headset/Microphone/Speaker	16,281,874	\$87,666,510	18.6%
5975	Electrical Hardware	14,938,104	\$320,567,813	4.7%
5985	Antennas & Related Equip	2,236,534	\$305,373,978	0.7%
5995	Cable/Cord Wire Assemblies	55,429,898	\$204,769,392	27.1%
5998	Elec Assem of Misc Hardware	644,877	\$840,534,982	0.1%
5999	Misc. Elec/Electronic Comp.	3,216,974	\$703,933,998	0.5%
6020	Fiber Optic Cable Assem	3,916,730	\$7,072,304	55.4%
6110	Electrical Control Equip	3,164,387	\$94,762,470	3.3%
6130	Converters, Electrical, Non-rotating	305,568	\$262,129,070	0.1%
6135	Battery Components	884,653	\$174,547,695	0.5%
6140	Batteries, Rechargeable	229,734	\$122,308,960	0.2%
6145	Wire/Cable, Electrical	7,608,170	\$48,746,989	15.6%
6150	Misc Elec Power/Distrib Equip	56,873,087	\$272,064,528	20.9%
6160	Misc Battery Ret. Fixt/Liner	1,270,935	\$5,006,789	25.4%
6230	Elec Portable Lighting Equip	22,848,973	\$84,945,968	26.9%
6532	Hospital/Surgical Clothing	543,269	\$3,993,172	13.6%
6540	Optical Instruments/Equip	1,209,476	\$37,394,593	3.2%
6625	Electrical & Elect. Measure. & Test Equip.	4,353	\$400,018,176	0.0%

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6645	Time Instruments	\$42,389	\$13,372,524	0.3%
6660	Meteorological Instruments	279,683	\$57,027,577	0.5%
7105	Household Furniture	15,448,648	\$163,513,521	9.4%
7110	Office Furniture	140,797,281	\$1,254,310,254	11.2%
7125	Cabinets, Lockers & Shelving	14,269,537	\$111,202,009	12.8%
7195	Misc. Furniture & Fixtures	3,099,771	\$81,893,089	3.8%
7210	Household Furnishings	29,304,651	\$150,143,247	19.5%
7230	Draperies, Awnings & Shades	1,827,235	\$18,078,787	10.1%
7240	House/Comm Util Containers	1,042,609	\$6,984,013	14.9%
7310	Food Cooking/Serving Equip	5,940	\$161,121,946	0.0%
7320	Kitchen Equip & Appliances	154,422	\$69,636,067	0.2%
7510	Office Supplies	2,962,338	\$791,760,083	0.4%
7520	Office Devices/Accessories	136,293	\$68,896,138	0.2%
7530	Stationery & Record Forms	2,096,280	\$135,505,944	1.5%
7540	Standard Forms	5,834,774	\$11,403,723	51.2%
7690	Misc. Printed Matter	704,805	\$263,360,854	0.3%
8105	Bags & Sacks	1,072,481	\$107,089,252	1.0%
8305	Textile Fabrics	337,142	\$221,892,718	0.2%
8340	Tents & Tarpaulins	261,750	\$296,162,319	0.1%
8405	Men's Outerwear	4,782,042	\$265,376,936	1.8%
8410	Women's Outerwear	530,747	\$72,932,968	0.7%
8415	Clothing, Special Purpose	116,610,360	\$905,228,957	12.9%

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8420	Men's Underwear & Nightwear	\$2,925,048	\$51,929,315	5.6%
8455	Badges & Insignia	56,380	\$18,423,732	0.3%
8465	Individual Equipment	3,509,921	\$300,151,107	1.2%
8470	Armor, Personal	45,963,694	\$948,723,419	4.8%
9905	Signs & Advertising Displays	7,613,450	\$120,055,129	6.3%
D303	Data Entry Services	23,537	\$273,354,958	0.0%
D308	Programming Services	102,679	\$584,904,362	0.0%
D311	Data Conversion Services	250	\$92,865,563	0.0%
D312	Scanning Services	98,160	\$8,336,041	1.2%
J023	Ground Vehicle Repair Svcs	2,746,700	\$611,691,167	0.4%
J025	Vehicle Comp Repair Svcs	3,144,506	\$63,100,204	5.0%
J028	Engine/Turbine Repair Svcs	3,928,296	\$176,789,013	2.2%
J039	Forklift Repair Services	2,853,460	\$99,737,309	2.9%
J051	Kit Assembly Services	870,812	\$2,431,487	35.8%
J058	Radio Carrier Modification	3,450,880	\$1,579,688,453	0.2%
J081	Bag Repair Services	6,972,876	\$10,607,990	65.7%
J084	Equipment Assembly Services	177,217	\$1,135,525	15.6%
J085	Toiletry Kitting Services	904,161	\$919,561	98.3%
J099	Misc. Repair Services	730,437	\$677,133,954	0.1%
K023	Retrofitting Services	11,015,740	\$18,005,705	61.2%
K058	Modification of Comm Equip	566,953	\$77,153,659	0.7%

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R604	Mail/Distribution	\$1,162,197	\$223,332,758	0.5%
S209	Laundry Services	3,915,257	\$87,480,154	4.5%
T011	Printing/Binding	3,020,075	\$35,021,390	8.6%
T099	Misc Printing	1,512,026	\$181,680,484	0.8%
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		\$677,716,311	\$25,994,990,653	2.6%
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	Subcontracting	\$8,562,596		
	Recycling	\$10,011,897		
	Commercial Market Services	\$1,591,672		
	Product-Related Services	\$5,336,083		
	Raw Material/Sub-Assemblies	\$2,390,221		
	Central Office Adjustment	-\$2,024,224		
	Customer Vehicle Reimbursement	99,135,862		
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	Total FPI FY 2004 Sales	\$802,720,418		
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